

BUY CHRISTMAS RECORDS NOW
Join one of our Record Clubs. Buy \$10 to \$25 worth of Records. Pay 20% down then 20% per month. No interest charges.

The Store of Practical Gifts LANSBURG & BROTHER

Now is the Time—Don't wait another day, come and make your selection tomorrow; we will hold it for later delivery. Deferred selection may mean disappointment.
Balcony Phonograph Shop.

Washington—New York—Paris.

COLUMBIA AND VOCALION RECORDS—All the New Ones, All the Time.

420-430 Seventh Street Northwest.

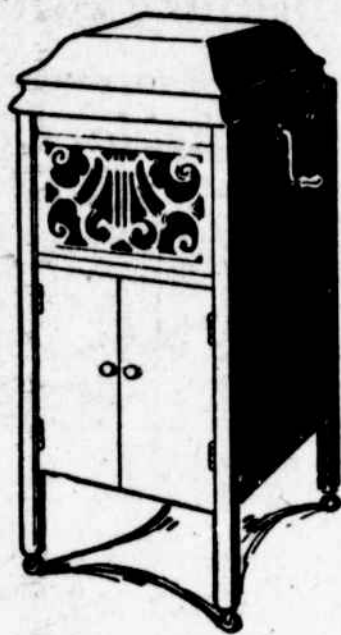
Now Comes the Choosing of a Christmas Gift for the Home, and Here's the Opportunity of a Lifetime

A Great Underpriced Sale With Bonafide Savings of 50% to 60% Vitanola Phonographs

Nothing Down;
Easy Monthly Payments

\$52.50

Nothing Down
\$5 a Month
Mahogany or quartered oak, with golden or fumed finish. Ideal for apartments.



\$72.50

Nothing Down
\$5 a Month
The cabinet is of American Walnut. A beautiful instrument of liberal dimensions.



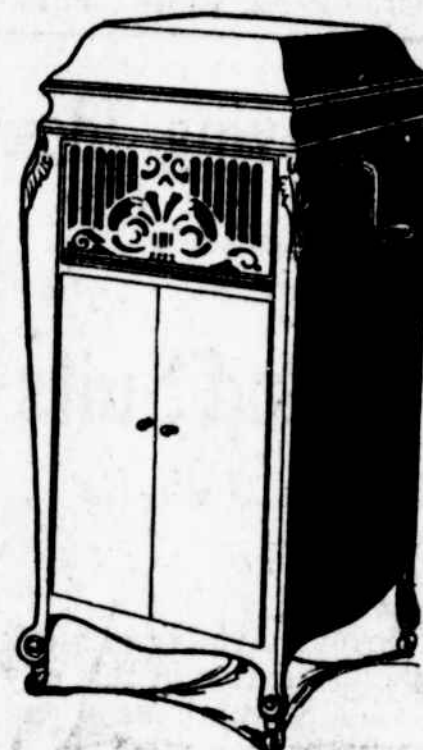
\$99.50

Nothing Down
\$10 a Month
This large and handsome machine comes in either mahogany or rich American walnut.



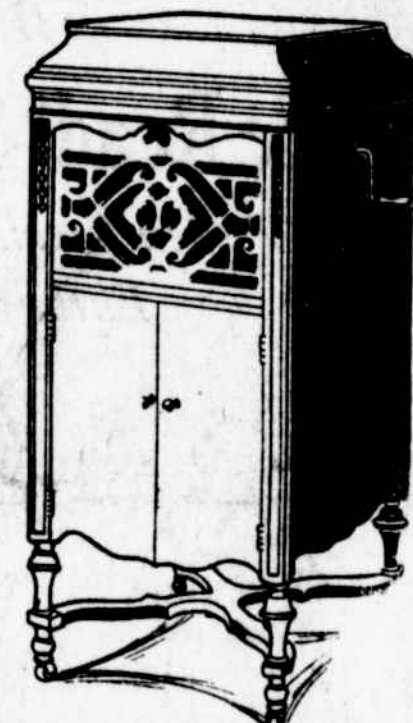
\$149.50

Nothing Down
\$10 a Month
A deservedly popular, model finished in rich mahogany.



\$172.50

Nothing Down
\$10 a Month
William and Mary design in genuine mahogany or American walnut. A real aristocrat.



The Vitanola Is a REAL Phonograph Backed by Our Reputation

We most heartily recommend this Phonograph. We know that it has no equal, even at much higher prices. The motor is perfection itself—smooth, powerful, noiseless. The Tone Chamber with the laminated amplifier is designed in strict accordance with advanced acoustic ideas.

The Vitanola Plays All Makes of Records Faithfully and Clearly

All mechanical parts will be available at any time they may need replacement—and we keep every machine in repair for one year free of all cost to the purchaser. We Will Leave It to Your Good Judgment. Isn't This a Marvelous Opportunity?

Here's the Strand

The New and Better Phonograph

The latest product of the third largest phonograph cabinet factory in the United States.

As an article of furniture—fit to be an heirloom. As a musical instrument, clear and natural, and perfect in tone.

The top doors are of banded construction—the end of the grain is covered by a fitted strip of the same wood. That is a sign of quality, as everybody knows who is familiar with the finest cabinet work.

This Is the Strand Model 8

Built of rich mahogany or selected walnut and joined with exquisite craftsmanship; equipped with the Strand all-wood tone chamber.



a Beautiful Console Table of True Queen Anne Period.

Fitted with shelves for records concealed by a door, and when closed the grille is hidden by a disappearing slide.

Will you come and hear it played? What is your favorite record? Let us play that record for you. Hear it and then look at the price—\$125.

When you do, you will find yourself trying to discover why this Strand is not higher in price than others you have seen advertised at \$250 and more.

But don't confuse it with consoles you may have seen advertised at \$100 or so—the difference in quality almost shows in the picture.

\$125

\$10 Down
\$10 Per Month

Rainbow Yuletide Records

10-inch Double-Face

85¢

Sacred Songs By Homer Rodeheaver And others. Read this partial list:

- 1001—Safe in the Arms of Jesus—Trombone and Vocal Solo with piano. Homer Rodeheaver.
- 1002—I Walk With the King—Baritone with organ and piano. Homer Rodeheaver.
- 1003—He Knows the Way—Baritone with organ and piano. Homer Rodeheaver.
- 1004—In My Father's House Are Many Mansions—Soprano with organ and piano. Sibyl Sammie MacDermid.
- 1005—Carry Your Cross With a Smile—Baritone with organ and piano. Homer Rodeheaver.
- 1006—When You Know Jesus, Too—organ accompaniment. Mixed Quartet.
- 1007—The Unclouded Day—Baritone with organ and piano. Homer Rodeheaver.
- 1008—Laying My Treasure Up There—Baritone with orchestra. Homer Rodeheaver.
- 1009—When I Look in His Face—Contralto and Baritone with organ and piano. Mrs. Wm. Asher and Homer Rodeheaver.
- 1010—By the Waters of Babylon—Baritone with piano. William James Work.
- 1011—Who Could It Be?—Contralto and Baritone with orchestra. Mrs. Wm. Asher and Homer Rodeheaver.
- 1012—My Wonderful Dream—Baritone with orchestra. Homer Rodeheaver.
- 1013—Mother's Prayers Have Followed Me—Baritone with organ and piano. Homer Rodeheaver.
- 1014—Me and Pap and Mother—Recitation. Homer Rodeheaver.
- 1015—How Tedious and Tasteless the Hours—Baritone with orchestra. Homer Rodeheaver.
- 1016—In the Garden—Contralto and baritone with organ and piano. Mrs. Wm. Asher and Homer Rodeheaver.
- 1017—The Half Has Never Yet Been Told—Baritone with orchestra. Homer Rodeheaver.
- 1018—The Old Rugged Cross—Contralto and Baritone with organ and piano. Mrs. Wm. Asher and Homer Rodeheaver.



The Essential Parts Minus Trimmings—

THE NEW IMPROVED
Stewart
PORTABLE
PHONOGRAPH



We have secured a number of these new phonographs; they have only the three essential parts—motor, tone-arm, and reproducer. They make the music. Every machine made of the highest grade materials, assembled in most compact form.

Plays any record—two 10-inch at one winding.

Trim, attractive, weighing only eight and a half pounds, can easily be carried anywhere.

Because THE STEWART is stripped of every non-essential, it costs only

\$15

An ideal gift for the kiddies' nursery or for utility use for owners of larger machines.

Clarion Records

Sold Exclusively In Washington By Our Balcony Phonograph Shop

55¢

They can be played on any machine. The many new and popular numbers, as well as the old favorites, available, include the following:

All Are Double-Faced,
10-inch Records (Two Selections)

Clarion Vocal Records

- 3010 WHEN FRANCES DANCES WITH ME. Sung by Billy Jones. Orchestra acc.
- TEN LITTLE FINGERS AND TEN LITTLE TOES. Sung by Billy Jones and Ernest Hare. Orchestra accompaniment.
- 3011 MANDY 'N ME. Sung by Chas. Harrison and Arthur Field. Orchestra accompaniment.
- WEEP NO MORE, MY MAMMY. Sung by Ernest Hare. Orchestra acc.
- 3012 BIMINI BAY. Sung by Arthur Fields. Orchestra acc.
- FIGARO. Sung by Arthur Fields. Orchestra acc.
- 3009 I WANT SOME LOVING BLUES. Sung by Dorothy Dodd. Orchestra acc.
- DANGEROUS BLUES. Sung by Dorothy Dodd. Orchestra acc.
- 3008 MA. Sung by Arthur Fields. Orchestra acc.
- DAPPER DAN. Sung by Irving Kaufman. Orchestra accompaniment.
- 3007 PLANTATION LULLABY. Sung by Vernon Dalhart. Orchestra accompaniment.
- HONOLULU HONEY. Sung by Vernon Dalhart. Orchestra accompaniment.
- 3006 TUCK ME TO SLEEP IN MY OLD TUCKY HOME. Sung by Irving Kaufman. Orchestra accompaniment.
- CRY BABY BLUES. Sung by Ernest Hare. Orchestra acc.
- 3005 AIN'T YOU COMING OUT, MA LINDA. Sung by Vernon Dalhart. Orchestra acc.
- DOWN AT THE OLD SWIMMING HOLE. Duet by Billy Jones and Ernest Hare. Orchestra accompaniment.
- 3004 STAND UP AND SING FOR YOUR FATHER AN OLD TIME TUNE. Sung by Arthur Fields. Orchestra acc.
- SUNNYSIDE RAIL. Sung by Arthur Fields. Orchestra acc.

Clarion Dance Records

- 1101 WANG WANG BLUES. Played by Clarion Jazz Band.
- WEARY BLUES. Played by Clarion Jazz Band.
- 1103 REMEMBER THE ROSE (Introducing "Always"). Played by The Merry Melody Men.
- WHY, DEARY. Played by The Merry Melody Men.
- 1108 MISSISSIPPI CRADLE—Waltz. Played by Green Bros. Novelty Orch.
- TI-O-SAN—Fox Trot. Played by Green Bros. Novelty Orch.
- 1109 YOG-HOG—Fox Trot. Played by Clarion Dance Orchestra.
- 1100—Fox Trot. Played by Clarion Dance Orchestra.
- 1112 SWEET LADY—Fox Trot. From "Tangerine." Played by Clarion Dance Orchestra.
- BARY FACE—Fox Trot. Played by Ben Selvin's Dance Orch.
- 1113 ALL BY MYSELF—Fox Trot. Played by Lenberg's Riverside Orch.
- PEGGY O'NEILL—Waltz. Played by Yerkess' Metropolitan Orch.
- 1114 JUNE MOON—Fox Trot. Played by Selvin's Dance Orchestra.
- I WONDER IF YOU STILL CARE FOR ME?—Fox Trot. Played by The Merry Melody Men.
- 1116 TENDERLY—Fox Trot. Played by Clarion Dance Orchestra.
- WHO'LL BE THE NEXT ONE TO CRY OVER FOIT?—Fox Trot. Played by The Merry Melody Men.
- 1117 SAY IT WITH MUSIC—Fox Trot. Played by Clarion Dance Orchestra.
- FIGARO—One-Step. Played by Selvin's Novelty Orchestra.

And many others equally as good

UNTIL CHRISTMAS ONLY
SPECIAL INTRODUCTORY OFFER—To expedite their popularity, select any six (6) CLARION RECORDS (giving you twelve (12) selections, and pay only..... **\$3.00**